

Insurance Continuing Education Advisory Council meeting - February 20, 2019

Transaction Number	Transaction Date	Provider Name	Course Name	Course Group	Credits	Course Summary
1540394870	1/9/2019	One Call Care Management	Managing a Multi-Generational Workforce	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance and management. Discusses injury comparison between various employed age groups, risk of injury, types of injury and strategies to mitigate losses.
2775395669	1/11/2019	Putnam Retail Management	Actionable Income and Estate Planning Strategies under the Tax Cuts and Jobs Act	Life	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses the effect on tax deductions of the federal Tax Cuts and Jobs Act, new planning issues, methods to maximize estate plans and retirement income plans under the new law, non-grantor trusts and credit shelter trusts.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

361859728	1/14/2019	Hudson Insurance Company	2019 Adjuster School	Adjuster	General: 16	The course addresses product knowledge of property and casualty insurance. Discusses the 2019 whole farm revenue protection program and policy, loss and claims, and crop-specific policies for apples and dry beans, loss adjustment manuals for specific crops, the standard reinsurance agreement, adjuster responsibilities, claims processing, common errors, organic crop processes, types of crop units, the PRISM compliance computer system, crop mapping, replanting, insuring a first and second crop, prevented planting, production determination, corn, wheat, soy bean and cotton crop-specific policies.
4143886368	1/14/2019	Farmers Mutual Hail Insurance Company of Iowa	2019 National Claims Conference	Adjuster	General: 14	NAIC Uniform submission, 14 classroom credit hours approved by Iowa. Discusses claims procedures and examples, 2019 crop producers, Farmers Mutual Hail Insurance Company products, multiperil crop insurance, satellite imagery in claims, loss adjustment manual language, data security, local/regional crops, and mpci claims.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

4113303671	1/14/2019	Hudson Insurance Company	2019 WFRP Updates	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Kansas. Discusses 2019 whole-farm revenue protection policy changes, coverage allowable revenue and expenses, qualifying person, ineligible farm operation, insurance period and cycle, coverage levels, and special circumstances.
4102526653	1/14/2019	CEU Institute, Inc.	NASP 2019 Skills & Management Conference	Adjuster	General: 9	The course addresses property and casualty insurance. Discusses indemnity, subrogation settlement, carrier attorney and expert communication, household fires, workers' compensation subrogation, explosions involving death, government immunity, fire investigation, and ride-share subrogation.
3281428000	1/14/2019	ALPS (Attorneys Liability Protection Society) Corporation	Understanding Extended Reporting Period Endorsements	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses liability policy cancellation, current and previous form terms and conditions, differences between policy form editions, the named insured conditions under which ALPS issues a no charge extended reporting period to a retiring solo practicing attorney.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3240411930	1/16/2019	National Alliance for Insurance Education and Research	2019 MEGA Seminar I	Property & Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses cannabis risk, risk management of workplace violence, crisis management, protecting wealth from healthcare costs, long-term care insurance, mergers and acquisitions, retirement funding, workers' compensation costs, leased commercial real estate risk, insurance industry internships, captive insurance companies, additional insureds, Lloyd's, personal auto, and cyber liability.
1515742749	1/16/2019	A. D. Banker and Company	Financial Exploitation: Protecting the Senior Client	Ethics	Ethics: 3	NAIC Uniform submission, 3 computer-based, self study credit hours approved by Kansas. Discusses types of senior abuse and financial exploitation, detection, prevention, common perpetrators, and warning signs.
1515742749	1/16/2019	A. D. Banker and Company	Financial Exploitation: Protecting the Senior Client-Webinar	Ethics	Ethics: 3	NAIC Uniform submission, 3 computer-based, self study credit hours approved by Kansas. Discusses types of senior abuse and financial exploitation, detection, prevention, common perpetrators, and warning signs.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1200853346	1/16/2019	The Cincinnati Insurance Company	Management Liability Seminar	Property & Casualty	General: 9	NAIC Uniform submission, 9 classroom credit hours approved by Ohio. Discusses underwriting management liability, reviewing financial statements, directors and officers exposure and liability, fiduciary liability, cyber risks, employment practices liability, crime coverage, and management liability claims.
4214238251	1/16/2019	Montana Insurance Education Foundation, Inc.	Special Farm Property Insurance Lines	Property & Casualty	General: 6	The course addresses product knowledge of property insurance. Discusses equipment breakdown, livestock insurance, animal mortality, and crop insurance.
1184817649	1/17/2019	Mountain West Farm Bureau Mutual Insurance Company	2019 Annual Meeting - Indexed Universal Life	Property & Casualty	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses universal life insurance versus indexed universal life insurance, individual retirement accounts, and indexed universal life insurance benefits.
1184817649	1/17/2019	Mountain West Farm Bureau Mutual Insurance Company	2019 Annual Meeting - Long Term Care	Property & Casualty	General: 1	The courses addresses product knowledge of life and disability insurance. Discusses methods of insuring for long-term medical needs, traditional long-term care insurance, daily benefit life insurance rider, dealing with specific coverage issues and needs.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1184817649	1/17/2019	Mountain West Farm Bureau Mutual Insurance Company	2019 Annual Meeting - Maximizing Social Security Benefits	Property & Casualty	General: 1	The course addresses social insurance. Discusses individual benefits, spousal benefits, taxation of benefits and social security benefit maximization.
1184817649	1/17/2019	Mountain West Farm Bureau Mutual Insurance Company	2019 Annual Meeting - Mutual Fund Investing	Property & Casualty	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses fiduciary responsibilities, taxation, maximizing Social Security, file and suspend.
1184817649	1/17/2019	Mountain West Farm Bureau Mutual Insurance Company	2019 Annual Meeting - Retirement Planning	Property & Casualty	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses retirement income sources, financial planning, using life insurance and annuities in a retirement plan.
1170013252	1/17/2019	WebCE, Inc.	Professional Excellence Through Ethics and Values	Ethics	Ethics: 3	NAIC Uniform submission 3 computer-based, self study credit hours approved by Texas. Discusses ethical traits, workplace ethics, codes of ethics, creating and implementing a code of ethics, and values.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

405557410	1/17/2019	CEU Institute, Inc.	Right to Independent Counsel, Proper Reservations of Rights Letters, and the Restatement of Insurance (1hr)	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance and management. Discusses time restrictions for actions, interactions with an insured, coverage position consequences, review of Illinois, Florida and New Jersey state laws, and reinstatement of insurance.
4072268263	1/18/2019	Chicago Title of Montana	2019 Legendary Escrow Training Event - Day 1	Title	General: 3	The course addresses product knowledge of title insurance. Discusses elder abuse through property transactions, detecting abuse, electronic methods of lending closing and title issuing, and settlement procedure claims.
4072268263	1/18/2019	Chicago Title of Montana	2019 Legendary Escrow Training Event - Day 2	Title	General: 3	The course addresses product knowledge of title insurance. Discusses parties to a legal action, the effect of legal actions on title policies and real property, performance, subpoenas and levies, the closing protection letter, insuring provisions, and mandated forms.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1387049549	1/18/2019	Clarity 2 Prosperity	The Bucket Plan Best Interest Planning Process	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Ohio. Discusses the Clarity 2 Prosperity "Bucket Plan" philosophy, the best interest standard and process, personal phases of funds, determining the time to use funds, assets, liquid asset gap, bucket plan design, evaluation and funding.
2391931586	1/18/2019	Clarity 2 Prosperity	The Soon Bucket and the Solutions Within It	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Ohio. Discusses types of risk, sequencing fund withdrawal, the "Bucket Plan Whiteboard", types of investments for the "soon" bucket and fixed indexed annuities.
2395792420	1/21/2019	CEU Institute, Inc.	2019 Energy Risk & Insurance Conference - Day 1 PM	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses four certification programs, control of well/operators/extra expense, master service agreement, job-related injuries and illnesses and pollution in the energy industry.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

2395792420	1/21/2019	CEU Institute, Inc.	2019 Energy Risk & Insurance Conference - Day 2 AM	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses contractual liability coverage, active shooter coverage, reputation risk and cyber security.
2395792420	1/21/2019	CEU Institute, Inc.	2019 Energy Risk & Insurance Conference - Day 2 PM	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses environmental risk, cyber attacks and data breach, asset integrity, well control emergency response, and arbitration versus litigation.
2395792420	1/21/2019	CEU Institute, Inc.	2019 Energy Risk & Insurance Conference - Day 3 AM	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses lost-in-hole versus downhole tool insurance, risk management in renewable energy, contract form selection, political and issue-based campaign risk, injured worker medical care and energy insurance programs.
2395792420	1/21/2019	CEU Institute, Inc.	2019 Energy Risk & Insurance Conference - Day 3 PM	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses return-to-work strategies, risk management communication privilege in a claim, risk and exposure evaluation, fire and explosion losses, well operator asset evaluation and risk assessment.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

2859567825	1/21/2019	Grinnell Mutual Reinsurance Company	2019 Grinnell Mutual, Mutual Services CE School	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses the weather process of a hail storm, hail storm impact, property risk inspection, evaluation of possible damage and risk underwriting.
2859567825	1/21/2019	Grinnell Mutual Reinsurance Company	2019 Grinnell Mutual Special Investigations CE School	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses types of insurance fraud, theft investigation, interviews, fire origin and cause, investigation, fire dynamics, and two case studies.
2395792420	1/21/2019	CEU Institute, Inc.	Control of Well / Operators' Extra Expense Risks and Insurance	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses oil well drilling process, methods and equipment, blowout effect and prevention, operator's extra expense insurance, well control policy, form differences, listed conditions, redrilling, care custody and control endorsement, and other well safety endorsements, physical and cyber attack exclusions and two well blowout case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1312588989	1/21/2019	National Alliance for Insurance Education and Research	CRM – Analysis of Risk (Classroom)	Property & Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses risk and quantitative analysis, the time value of money, and risk modeling.
1312588989	1/21/2019	National Alliance for Insurance Education and Research	CRM – Analysis of Risk (Webinar)	Property & Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses risk and quantitative analysis, the time value of money, and risk modeling.
3236950101	1/21/2019	RegEd, Inc.	Ethics, the Adjuster and Fraud Prevention, 2nd Edition	Ethics	Ethics: 3	NAIC Uniform submission, 3 computer-based, self study credit hours approved by North Carolina. Discusses fiduciary duty, codes of ethics, Chartered Property Casualty Underwriters, the CPCU Code of Professional Ethics and Society creed, ethics regulations, unfair claim settlement practices, fraud regulations, mandatory reporting, penalties, and immunity from liability.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3926364387	1/22/2019	RegEd, Inc.	Insurance Trends for Adjusters	Adjuster	General: 5	NAIC Uniform submission, 5 computer-based, self study credit hours approved by North Carolina. Discusses the effect of peer-to-peer networks, insurable risks, the changing insurance company role, data, actuarial changes, covering remote employees and temporary contractors, changes in autos and auto insurance, paying-as or how -you drive, and loss prevention sensors.
3232784378	1/23/2019	PPG Industries, Inc.	Introduction to Ethical Case Studies	Ethics	Ethics: 3	The course addresses ethics. Discusses the importance of ethics in the insurance industry, licensee misconduct, unethical behavior, sources of ethics, principles and values, a moral reasoning process, and four case studies.
2445876574	1/23/2019	National Association of Public Insurance Adjusters	Umpire and Appraiser Certification	Adjuster	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Virginia. Discusses umpires and appraisers in claim resolution, the residential and commercial appraisal, appraiser and umpire selection, negotiations, loss evaluation, three case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

72064743	1/23/2019	Group Benefits Division of Hartford Life Insurance Company	Hot topics in Employee Benefits	Life	General: 2	The course addresses product knowledge of life and disability insurance. Discusses ERISA, employer-sponsored health insurance, wellness programs, healthcare delivery, pharmaceutical benefits, employee assistance plans, voluntary benefit strategies and alternatives to employee benefits.
2189003442	1/24/2019	Broker Educational Sales and Training, Inc	Retirement Planning	Life	General: 21	The course addresses product knowledge of life insurance and annuities. Discusses retirement income need determination, income risk, managing retirement income, sustainable withdrawal, retirement income sources, Social Security, employer-sponsored retirement plans, deferred compensation programs, qualified retirement plans, Individual Retirement Accounts, annuities in retirement planning, Medicare and retirement healthcare and long-term care planning.
710917237	1/25/2019	National Alliance for Insurance Education and Research	2019 Ruble Graduate Seminar-PC VI (16)	Property & Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses business income coverage, leased and rented property contract and coverage, indemnities, additional insureds, certificates of insurance, and commercial lines insurance.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1940327643	1/25/2019	Protective Life Insurance Company	Health Care in Retirement. Understanding Medicare and More	Life	General: 1	The course addresses product knowledge of disability insurance and social insurance. Discusses Medicare, Parts A, B, and D, Medicare Advantage, Medicaid, Medigap insurance, funding retirement healthcare expenses, and projecting healthcare costs.
3463666941	1/25/2019	ACUITY, a Mutual Insurance Company	P&C ADVANCEMENT	Property & Casualty	General: 1	NAIC Uniform submission, 1 computer-based, self study credit hour approved by Wisconsin. Discusses self-driving vehicles and autonomous technologies, driverless cars, smart home technologies, commercial property insurance trends, cybercrime and liability errors and omissions coverage.
4102861716	1/25/2019	CEU Institute, Inc.	Workers' Compensation Workshop (2hr)	Property & Casualty	General: 2	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation insurance, employer's liability insurance, types of workers' compensation benefits, compensable injuries, lost wage determination, rating, remuneration, premium adjustments, endorsements and risk management.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

4102861716	1/25/2019	CEU Institute, Inc.	Workers' Compensation Workshop (2hr) - WEBINAR	Property & Casualty	General: 2	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation insurance, employer's liability insurance, types of workers' compensation benefits, compensable injuries, lost wage determination, rating, remuneration, premium adjustments, endorsements and risk management.
1630700363	1/28/2019	CGB Diversified Services Inc	2019 Crop Hail Adjuster Training 2	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Illinois. Discusses claim and crop hail loss guidelines, 2019 claim documentation, the crop hail policy, optional endorsements, and new policy liability limits.
1630700363	1/28/2019	CGB Diversified Services Inc	2019 Crop Hail Adjuster Training 3	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Illinois. Discusses updated adjustment procedures, wind loss and hail loss procedures, and 2019 replant procedures.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

2624154699	1/28/2019	CEU Institute, Inc.	Claims Negotiations	Adjuster	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses the claim negotiation process, describes and role plays each step in succession, why, acknowledge their point, bridge from feelings to facts and ask for agreement.
3012783164	1/28/2019	RegEd, Inc.	Ethics of Social Media in Insurance, 2nd Edition	Ethics	Ethics: 2	NAIC Uniform submission, 2 computer-based, self study approved by North Carolina. Discusses social media functionalities, insurance industry obligations, insurance laws and FINRA regulations about public communication, defamation, trademark infringement, invasion of privacy, unfair trade practices, third-party social media content, cyber security, recordkeeping, internal policies and procedures.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3950567388	1/29/2019	CLM Group, Inc., dba 2019 CLM Annual Claims & Litigation Conference Management Alliance		Adjuster	General: 6	The course addresses product knowledge of property, casualty and disability insurance. Discusses new insurance products and the effect on claims, directors and officers risks, claim arbitration, actual cash value property claims, additional insureds, claim processing using artificial intelligence, artificial intelligence risks, cannabis, wildfire and debris flow risk and claims, mediation and settlement confidentiality, active shooter threats, and enforceable indemnification and limitations of liability clauses.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Commercial Liability Claims That Cause Problems	Property & Casualty	General: 3	The course addresses product knowledge of casualty insurance. Discusses business auto and general liability claims, liquor liability, and damage to property exclusion.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Commercial Property Claims That Stink and How to Handle Them	Property & Casualty	General: 3	The course addresses property and casualty insurance. Discusses commercial property claims, business personal property, reasons for claim denial, actual cash value versus replacement cost, partial versus total loss, condominium valuation, business income claims, and civil authority coverage.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

24045012	1/29/2019	One Call Care Management	Common Shoulder Conditions	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance and management. Discusses shoulder anatomy and cumulative trauma, types of work-related injury and physical therapy treatment.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Cyber Insurance: When Convenience Turns Catastrophic	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses the ISO cyber insurance policy form, declarations and insuring agreement, errors and omissions liability, extortion threat, business income, public relations and security breach expense, conditions and exclusions, excess and umbrella coverage.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Ethics and E&O: Synergy Not Rivalry	Ethics	Ethics: 3	The course addresses ethics. Discusses the effect on errors and omissions claims from unethical behaviors, risk management, ethical determinations, and three case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Great or Gross? Insuring Food and Beverage Clients	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses exposures, criminal liability, causes of food-borne illness, safety challenges, operational risk management, coverage considerations, product recall, coverage exclusions, business income coverage, endorsement sublimits, and cleaning coverage.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Insurance Issues For Today's World	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses drone exposures, commercial versus recreation drone flights, commercial lines coverage, transportation network company (ride share/Uber/Lyft) or mobility service providers, commercial auto policy, peer-to-peer auto exposure, driverless cars, virtual currency and marijuana coverage.
24045012	1/29/2019	One Call Care Management	Knee Conditions and Rehab Concepts	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses functional anatomy and the effect of injury, types of injury, physical and surgical therapies, and optimizing outcomes.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	Life Insurance - The Magnificent Seven Webinar	Life	General: 3	The course addresses product knowledge of life insurance. Discusses life insurance uses, advantages and disadvantages, estate planning, business succession, key employee coverage, and retirement planning.
3025989939	1/29/2019	National Underwriter Company	Surety 401 - Understanding the Contract Surety Claim Process	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Kentucky. Discusses surety principles, contract bonds, indemnification, claim handling, performance bonds and claims, and surety performance options.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	When Words Collide: Resolving Coverage & Claims Disputes: Part 2 Legal and Contractual Principles	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses claim resolution, types of evidence, ambiguities, insured's reasonable expectation, entirety of contract, unconscionable advantage, illusory coverage, waiver and estoppel, breach of contract, and statutory supersession.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	When Words Collide: Resolving Coverage & Claims Disputes: Part 3 Insurance Policy Interpretation	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses eligibility versus coverage, definitions, insuring agreements, perils and exclusions, and other policy provisions.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	When Words Collide: Resolving Coverage & Claims Disputes: Part 4 Finding Resolution	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses claim resolution steps, claim declination, unfair claims settlement practices, the insuring agreement, policy interpretation, and common sense policy language.
849677561	1/29/2019	Professional Insurance Agents (PIA) of Montana	When Words Collide: Resolving Coverage and Claims Disputes Part 1	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses insurance concepts, claim denial, policy simplification model act, policy form standardization, form revisions, and interpretation doctrines.
188057593	1/30/2019	Wright National Flood Insurance Company	Ignoring Flood Insurance Equals an E&O Exposure - Self-Study	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses the National Flood Insurance Program, community participation, flood maps, flood map zones, policies and products available, damages not covered, property covered and not covered, rating, claims and the federal Flood Insurance Reform Act of 2004.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1828755898	1/30/2019	Montana Association of Mutual Insurance Companies (MAMIC)	Claims	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses claim salvage, subrogation, restitution, bad faith and fraudulent claims, claim file audits, claim handling governance and adjuster property inspection.
1828755898	1/30/2019	Montana Association of Mutual Insurance Companies (MAMIC)	Drone Use in the Mutual	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance and management. Discusses business use of drones by a mutual insurance company, legal drone operation, and using drones for claim and inspection.
1828755898	1/30/2019	Montana Association of Mutual Insurance Companies (MAMIC)	Loss Control	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance and management. Discusses loss control programs, claim files and inspection reports, inspector and adjuster training, adjusting procedures, estimating losses, catastrophic events and establishing reserves.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1828755898	1/30/2019	Montana Association of Mutual Insurance Companies (MAMIC)	Methods Utilized in Evaluating Dwelling & Farm Structures	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses establishing risk, replacement cost estimation, actual cash value, underwriting information, the effect of building materials on cost and a case study.
1828755898	1/30/2019	Montana Association of Mutual Insurance Companies (MAMIC)	Underwriting a Property Risk	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses risk management, underwriting and underwriting tools, and identifying perils.
3723914138	1/30/2019	One Call Care Management	Disruptive Technologies in Prosthetics	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses prostheses limitations, the LUKE (life under kinetic evolution) arm, viable candidates, cost and maintenance, myoelectric prosthetic control, and technologies in development.
1978161334	1/31/2019	RegEd, Inc.	Insurance Needs of Millennials	Life	General: 6	NAIC Uniform submission, 6 computer-based, self study credit hours approved by Arizona. Discusses evaluating the insurance need of millennials, types and uses of life insurance, disability and health insurance, individual retirement accounts, homeowners property and casualty coverage, auto insurance, usage-based insurance and umbrella coverage.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

84794238	2/1/2019	One Call Care Management	Telerehab: Revolutionizing Return-To-Work Outcomes	Adjuster	General: 1	The course addresses casualty insurance. Discusses workers' compensation situations, rehabilitation cost control, mitigating loss exposure, return-to-work monitoring, health coaching and two case studies.
84794238	2/1/2019	One Call Care Management	The Biopsychosocial Approach to Excellent Outcomes	Adjuster	General: 1	The course addresses casualty insurance. Discusses workers' compensation situations, recovery delay, and four case studies.
3212893868	2/1/2019	National Association of Insurance and Financial Advisors Montana	Pre-planning for Funeral Expenses	Life	General: 1	The course addresses product knowledge of life insurance. Discusses advantages of funeral pre-planning, funeral funding options, funeral expense trends, Montana statutes affecting funerals and burial, plan portability and Medicaid considerations.
3259832766	2/1/2019	National Association of Public Insurance Adjusters	2019 FPCC West	Adjuster	General: 5	The courses addresses product knowledge of property and casualty insurance. Discusses first party claims, wildfire and fire damage, policyholder claims, claim experts, and wildfire complications.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1486418450	2/4/2019	Crop Risk Services, formerly ADM Crop Risk Services, Inc.	MPCI Crop Insurance 101	Property & Casualty	General: 12	NAIC Uniform submission, 12 classroom credit hours approved by Illinois. Discusses federal training requirements, common program acronyms, crop insurance funding, types of insurance plans, farm bill policies and procedures, resource handbooks and manuals, program timeframes and deadlines, signature authority, production reporting, legal descriptions and unit structure, acreage reporting and claims.
3896681548	2/4/2019	The Cincinnati Insurance Company	Surety School	Property & Casualty	General: 9	NAIC Uniform submission, 9 classroom credit hours approved by Ohio. Discusses bonds, underwriting bonds, financial analysis, commercial and small contract surety bonds, rating, classification of contractors, claims and four case studies.
734525217	2/5/2019	First American Title Insurance Company	Entity Authority Documents and Clearing Requirements	Title	General: 1	The course addresses product knowledge of title insurance. Discusses entity authority documents, organization owner documents, statements of authority, proper insured entity formation, and a case study.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

2033948664	2/5/2019	Crop Insurance Training Institute	2019 Adjuster Update Training	Adjuster	General: 24	The course addresses product knowledge of property and casualty insurance. Discusses the 2018 federal farm bill, 2018 claims and underwriting, 2019 Whole Farm Revenue policies, compliance, claim management and audit, specialty crop issues and coverage, unit mapping, prevented planting, replanting and unharvest loss appraisal, loss adjustment manual procedures, unavoidable uninsured cause, third party damage, and verifying added land.
3194126468	2/5/2019	Montana Captive Insurance Association	2019 MCIA Annual Conference	Property & Casualty	General: 7	The course addresses product knowledge of property, disability and casualty insurance. Discusses captive insurer regulation, employee benefit captive insurance, enterprise risk (831(b)) captives, micro-captives, IRS audit of small captive insurers, 2019 legislation, and Montana-domiciled captive insurers.
3759574013	2/5/2019	Mountain West Farm Bureau Mutual Insurance Company	Permissive Drivers	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses the insured, definition, policy limits, categories of insured, specified driver endorsements, the role of the agent.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

387476865	2/6/2019	MassMutual Life Insurance Company	Split Dollar Arrangements	Life	General: 2	The course addresses product knowledge of life insurance and annuities. Discusses characteristics of split dollar arrangements, premium payment versus shared benefits, types of split dollar plans, planning concepts, family split dollar, not-for-profit-entity executive split dollar, and plan administration.
2328992992	2/6/2019	Montana State Compensation Insurance Fund	Policy Services Quarterly Professional Development Meeting	Property & Casualty	General: 3	The course addresses management and casualty insurance. Discusses workers' compensation excluded employments, endorsements for domestic employment, National Council on Compensation Insurance implementation of rule XIV, codes 0913/0908 regarding domestic workers in residences, 2017 Montana Legislature House Bill 449 wage definition in workers' compensation, exemptions and employments covered in 39-71-401, MCA, classification changes and internal and legislative complaint handling requirements.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3318644405	2/6/2019	National Association of Surety Bond Producers	The Top 10 Reasons Contractors Succeed	Property & Casualty	General: 2	The course addresses the top 10 reasons contractors succeed and the requisite factors which can be copied and emulated in any size construction organization. The material in this presentation comes from research and work with contractors in the U.S. and Canada. Refer to revised course agenda attached with Advisory Council materials. Recommend against approval.
2155095282	2/8/2019	Allianz Life Financial Services LLC	Transfer Strategies After the Tax Cuts and Jobs Act	Life	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses the effect of 2017 tax changes on planned retirement income, estate probate changes, transfer of assets, income continuity for surviving spouse, providing long-term care and coverage, funding needs through annuities.
696050732	2/11/2019	National Association of Health Underwriters	Employer Sponsored Plans in a Post ACA Era	Disability (Health)	General: 12	NAIC Uniform submission, 12 computer-based, self study credit hours approved by Illinois. Discusses health insurance and the Affordable Care Act, health insurance policies and marketplace, employer-sponsored plans, small employer health plans, employer mandates, and reporting requirements.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

696050732	2/11/2019	National Association of Health Underwriters	Employer Sponsored Plans in a Post ACA Era - 1.0 Concepts	Disability (Health)	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Illinois. Discusses the scope of the Affordable Care Act, the individual, small group and large group health insurance markets, private health insurance market, and health insurance reform employer impact and responsibilities.
696050732	2/11/2019	National Association of Health Underwriters	Benefits Account Manager Certification	Disability (Health)	General: 8	NAIC Uniform submission, 8 computer-based, self study credit hours approved by Illinois. Discusses employee benefit account management and managers, industry professionalism, health insurance markets and policies, mandated employer coverages, self-funded plans, and governmental interaction.
2464173498	2/11/2019	ALPS (Attorneys Liability Protection Society) Corporation	The Future of Law and its Implications on Lawyers' Professional Liability Insurance	Property & Casualty	General: 2	The course addresses management. Discusses legal profession operational changes that affect liability insurance and coverage, attorney aging and risk profile changes, specialization shifts, legal service delivery changes, virtual law firms, multi-jurisdictional changes and changes in billing models.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3231938609	2/11/2019	CEU Institute, Inc.	Digital Photo Metadata Fraud	Adjuster	General: 1	The course addresses product knowledge of casualty insurance and management. Discusses use of digital metadata in claim analysis, metadata that can identify claim location or date fraud, accessing metadata from various digital sources, and comparing and integrating metadata with other types of claim data.
3231938609	2/11/2019	CEU Institute, Inc.	Contractor, Vendor, & Provider Fraud Overview	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses fraud possibilities, types and occurrences, fraud indicators, questionable activities, claim investigation and three case studies.
3231938609	2/11/2019	CEU Institute, Inc.	Diagnostic Testing Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance and management. Discusses diagnostic testing fraud, two case studies and types of medical tests.
3231938609	2/11/2019	CEU Institute, Inc.	Detecting Fraud for Underwriters	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses application fraud, identity theft fraud, fraud scenarios, renter's insurance, application characteristics, high risk application indicators and workers' compensation premium fraud.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3231938609	2/11/2019	CEU Institute, Inc.	Customer Service & Fraud Investigation	Adjuster	General: 1	The course addresses management. Discusses claim resolution, the effect of fraud investigation on responsiveness, the claim cycle timeframe, confrontational questions, and five case studies.
3231938609	2/11/2019	CEU Institute, Inc.	Casualty Insurance Fraud	Adjuster	General: 1	The course addresses management. Discusses common casualty fraud situations, fraud indicators, the fraud investigation process and two case studies.
3231938609	2/11/2019	CEU Institute, Inc.	Classic Car Insurance Fraud	Adjuster	General: 1	The course addresses product knowledge of property insurance. Discusses insuring classic cars, common types of fraud, fraud indicators, repeat claims and rate evasion.
3231938609	2/11/2019	CEU Institute, Inc.	Catastrophe Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses problems unique to disasters and catastrophe claims, common risks, catastrophe fraud scams, fraud indicators and detection methods.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3231938609	2/11/2019	CEU Institute, Inc.	Additional Living Expense Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses additional living expense coverage, normal versus additional expenses, fraud schemes, temporary rental and false residency, receipt-based fraud, false pet kenneling claims and defining habitability of a damaged home.
3231938609	2/11/2019	CEU Institute, Inc.	Arson for Profit	Adjuster	General: 1	The course addresses product knowledge of property insurance. Discusses arson patterns, fire classification, fire cause investigation, motives, and reasons to investigate.
3369511249	2/11/2019	CEU Institute, Inc.	Introduction to Medical Billing Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses medical care providers, billing fraud schemes, upcoding and duplicate billing, diagnostic testing and overuse, durable medical equipment fraud, phantom supplies and fake prescriptions.
3369511249	2/11/2019	CEU Institute, Inc.	Investigating Property Fraud	Adjuster	General: 1	The course addresses product knowledge of property insurance. Discusses staged and inflated claims, indicators of fraud, proof, claim scenario and one case study.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3369511249	2/11/2019	CEU Institute, Inc.	Investigating Organized Groups	Adjuster	General: 1	The course addresses product knowledge of property insurance and management. Discusses organized fraud by a group, claim types, investigation methodology, group indicators, elements of proof and one case study.
3369511249	2/11/2019	CEU Institute, Inc.	Introduction to CPT Codes in Medical Billing Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses current medical terminology codes, reviewing dates of service and codes used, questionable medical billing, mathematically evaluating frequency of codes used, patient history and one case study.
3369511249	2/11/2019	CEU Institute, Inc.	Introduction to Commercial Lines Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses vehicle, property, financial and business fraud, elements of commercial lines, staged accidents, and elements of each fraud type.
3369511249	2/11/2019	CEU Institute, Inc.	IASIU Ethics	Ethics	Ethics: 1	The course addresses ethics. Discusses the International Association of Special Investigation Units, a working definition of ethics, ethical rationalization, personal ethics, is it legal or is it right, and one case study.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3369511249	2/11/2019	CEU Institute, Inc.	Hit While Parked	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses three case studies that address claim detail verification, notification of loss, fraud indicators, and reviewing the insureds' policy.
3369511249	2/11/2019	CEU Institute, Inc.	Evaluating Medical Bills for Fraud 101	Adjuster	General: 2	The course addresses product knowledge on disability insurance. Discusses types of injuries, medical fraud, bill entries, medical providers, types of medical bills, supporting documents, and detecting fraud in documents.
3369511249	2/11/2019	CEU Institute, Inc.	Field Safety	Adjuster	General: 1	The course addresses management and product knowledge of property, disability and casualty insurance. Discusses personal safety for adjusters, identifying risk, risks specific to city, office and rural environments, and eight case studies.
3369511249	2/11/2019	CEU Institute, Inc.	Durable Medical Equipment (DME) Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses durable medical equipment, its use and product longevity, fraud schemes and two case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3985216424	2/11/2019	CEU Institute, Inc.	Vehicle Glass Fraud	Adjuster	General: 2	The course addresses product knowledge of property and casualty insurance and management. Discusses elements of insurance fraud, vehicle glass fraud indicators, third party administration of glass claims, repair versus replace, sales tactics and four case studies.
3985216424	2/11/2019	CEU Institute, Inc.	Writing Investigative Reports (for claims)	Adjuster	General: 2	The course addresses management. Discusses report content and function, investigative report audience, supplemental materials and field notes.
3985216424	2/11/2019	CEU Institute, Inc.	Workers' Compensation Premium Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation premium fraud, premium types, rebating, payroll or job code misrepresentation, manipulation of injury experience, fraud detection and five case studies.
3985216424	2/11/2019	CEU Institute, Inc.	Workers' Compensation Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation benefit fraud, fraud indicators, claimant fraud versus provider fraud, and fraud determination methods.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3985216424	2/11/2019	CEU Institute, Inc.	Recognizing Organized Insurance Fraud	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance and management. Discusses identifying organized insurance fraud, patterns that indicate fraud, comparing statements with evidence, common fraud schemes and perpetrators, variations on schemes.
3985216424	2/11/2019	CEU Institute, Inc.	Street Racing and Sport Compact Vehicle Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses identification of cars involved in street racing, injury and damage caused by street racing, and three case studies.
3985216424	2/11/2019	CEU Institute, Inc.	Smoke and Ash Fraud Investigation	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses participants in fraud and motives, wildfire, smoke and claims, ash damage, patterns of behavior and property damage inspection.
3985216424	2/11/2019	CEU Institute, Inc.	Recorded Statements	Adjuster	General: 1	The course addresses management. Discusses using recorded statements during claim investigation and settlement, first notice of loss, and four case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3985216424	2/11/2019	CEU Institute, Inc.	Rate Evasion Fraud	Adjuster	General: 1	The course addresses management. Discusses types of rate evasion, information discrepancies, discovering rate evasion during underwriting, claim indicators and other rate evasion schemes.
4215342071	2/11/2019	CEU Institute, Inc.	Prescription Drug Fraud	Adjuster	General: 1	The course addresses product knowledge of disability insurance and management. Discusses fraudulent claims and unnecessary prescribing, product value, drug diversion, fictitious injury, physician prescription fraud, commonly abused medications, and identifying fraud indicators.
4215342071	2/11/2019	CEU Institute, Inc.	Preparing a Case for Prosecution	Adjuster	General: 1	The course addresses property and casualty insurance and management. Discusses claim documentation preparation, the claim file, claim representative notations and testifying under oath.
4215342071	2/11/2019	CEU Institute, Inc.	Pedestrian Staged Accidents	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses pedestrian/vehicle and bicycle/vehicle accidents and fraud, types of damage to expect and injuries. This is an on-going offering.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

4215342071	2/11/2019	CEU Institute, Inc.	Online Application Fraud	Adjuster	General: 1	The course addresses management. Discusses identifying and discovering on-line insurance application fraud, information disparities, rate evasion, staged accidents, multiple policy purchase and two case studies.
4215342071	2/11/2019	CEU Institute, Inc.	Mysterious Disappearance	Adjuster	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses mysterious disappearance of objects, fraud indicators, and three case studies.
4215342071	2/11/2019	CEU Institute, Inc.	Investigating Vehicle Theft Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses disparities in vehicle theft claims, identifying fraud or staged theft, and a vehicle theft investigation simulation.
4215342071	2/11/2019	CEU Institute, Inc.	Mold Insurance Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses health issues and concerns caused by mold, legitimate versus fraudulent claims, and one case study.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

4215342071	2/11/2019	CEU Institute, Inc.	Modalities & Procedures Questionable Billing	Adjuster	General: 1	The course addresses management. Discusses issues with medical bills submitted for insurance payment, the current medical coding handbook, health practitioners and medical procedure supervision requirements, and three case studies.
4215342071	2/11/2019	CEU Institute, Inc.	Medical Clinic Inspection	Adjuster	General: 1	The course addresses management. Discusses claim fraud investigation, types of clinic inspections, pre-inspection review of licensure and any violations, prior claim patterns, identify billing manipulation, and report interpretation.
4215342071	2/11/2019	CEU Institute, Inc.	Investigating Questionable Water Claims	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses water claims and loss categories, fraudulent water claims, and three case studies.
471447779	2/12/2019	Montana Insurance Education Foundation, Inc.	The Fundamentals of Ethics	Ethics	Ethics: 3	The course addresses ethics. Discusses defining ethics, ethics in business, participants in an ethical insurance exchange, insurance fraud and compliance, Federal consumer protection laws and three case studies.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1492639732	2/12/2019	Land Title Institute	2019 ALTA SPRINGBOARD	Title	General: 5	The course addresses product knowledge of title insurance. Discusses the housing market and title insurance trends, key title concepts, processes, licensing requirements, regulations and operation, digital titling, title services, closing and post-closing issues, and best practices.
197024521	2/12/2019	One Call Care Management	Symptom Magnification and Malingering	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses assessment of injury and recovery, symptom magnification, assessment of symptoms and return-to-work outcomes.
197024521	2/12/2019	One Call Care Management	Repetitive Motion Injuries of the Upper Extremity	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses repetitive and over-use injuries, neuropathy, carpal and cubital tunnel syndromes, symptomology and treatment.
197024521	2/12/2019	One Call Care Management	Functional Capacity Evaluations	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses elements of a functional capacity evaluation, test components, and report components.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

197024521	2/12/2019	One Call Care Management	Clinical Management of PT	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses workers' compensation rehabilitation, active versus passive physical therapy treatments, worker rehabilitation barriers, clinical practice guidelines, and clinical management of workers' compensation physical therapy.
3704896536	2/12/2019	One Call Care Management	Back Injuries from Sprain to Fusion	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses lumbar spinal conditions, common job types with these effects, conservative versus surgical treatments, and cost.
3704896536	2/12/2019	One Call Care Management	Wearable Technology: Does it fit your Claimant?	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses device types, medically necessity, treatment versus prevention of injury, technology, exoskeletons and outcome elements.
3704896536	2/12/2019	One Call Care Management	Hear Here – Audiology, Hearing Loss & Hearing Claims	Adjuster	General: 1	The course addresses product knowledge of casualty and disability insurance. Discusses ear anatomy, causes of hearing loss, hearing loss diagnoses, tinnitus and hearing loss solutions.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

3704896536	2/12/2019	One Call Care Management	The Black Hole: Post-Acute Care	Adjuster	General: 1	The course addresses management and product knowledge of casualty and disability insurance. Discusses the financial effect of patient acute care, extended hospital stay risks, long-term acute care hospital resources, in-patient rehabilitation, skilled nursing facility, assisted living facilities and case management.
3704896536	2/12/2019	One Call Care Management	Medical Marijuana in Workers' Compensation	Adjuster	General: 1	The course addresses management and product knowledge of casualty and disability insurance. Discusses marijuana in chronic pain management, Federal Drug Administration classification, claim management best practices and two case studies.
3704896536	2/12/2019	One Call Care Management	Clinical Management of the Catastrophic Claim	Adjuster	General: 1	The course addresses management and product knowledge of casualty and disability insurance. Discusses levels of claimant functioning, side effect of medication use, personal care, and recovery progress.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

1338989563	2/13/2019	National Alliance for Insurance Education and Research	Insuring the Building Project: Builders Risk (Webinar)	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Texas. Discusses the builders' risk and installation floater, construction project insurance, exposures, additional coverages, property not covered and writing installation floaters.
1338989563	2/13/2019	National Alliance for Insurance Education and Research	Insuring the Building Project: Builders Risk (Classroom)	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Texas. Discusses the builders' risk and installation floater, construction project insurance, exposures, additional coverages, property not covered and writing installation floaters.
767170135	2/14/2019	Grinnell Mutual Reinsurance Company	2019 Mutual Summit Day 3	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Iowa. Discusses home and farm building construction insurance, building valuation, and mapping data.
767170135	2/14/2019	Grinnell Mutual Reinsurance Company	2019 Mutual Summit Day 1	Property & Casualty	General: 7	NAIC Uniform submission, 7 classroom credit hours approved by Iowa. Discusses cyber risk threats in property insurance, underwriting solar panels, changes in the retirement and estate planning process, and insurer financial analysis.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

767170135	2/14/2019	Grinnell Mutual Reinsurance Company	2019 Mutual Summit Day 2	Property & Casualty	General: 6	NAIC Uniform submission, 6 classroom credit hours approved by Iowa. Discusses rating homeowners coverage by peril, ratemaking, rate changes and calculation, reserves and loss adjustments and data reporting best practices.
1111620566	2/14/2019	Old Republic National Title Insurance Company - Rocky Mountain	SSU - What's the Matter of Ethics Ethics 2		Ethics: 1	NAIC Uniform submission, 1 classroom ethics credit hour approved by Utah. Discusses concepts of truth telling, personal ethical standards, logical fallacies, common ethical pitfalls, and acting responsibly.
2764827949	2/14/2019	National Alliance for Insurance Education and Research	Comm. Liability Endorsements to Watch Out For (Webinar)	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Texas. Discusses the commercial general liability insuring agreement, premises or operations exclusions, wrap-up exclusions, designated classification and rental exclusions, cross liability, contractual liability, employers' liability exclusion, known loss or damage, liquor liability and intentional acts exclusions.

Insurance Continuing Education Advisory Council meeting - February 20, 2019

2764827949	2/14/2019	National Alliance for Insurance Education and Research	Comm. Liability Endorsements to Watch Out For (Classroom)	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Texas. Discusses the commercial general liability insuring agreement, premises or operations exclusions, wrap-up exclusions, designated classification and rental exclusions, cross liability, contractual liability, employers' liability exclusion, known loss or damage, liquor liability and intentional acts exclusions.
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